Date: 03-02-95 R. J. Reynolds Tobacco Company Page: 1
1994 Direct Account Business Review

Ship-to Account: 9671960	RJR Business	Year 1994	Category Mix
Paying: 2352000 Parent: 2352000	Dollar Volume (Net)	$ 3,921,850	
THE GRAND UNION COMPANY			
MONTGOMERY, NY	Full Price Case Vol	5,752	93 %
	Brand Sav. Case Vol	423	7 %
	RJR PL/BW Case Vol		
	Total (12M)Case Vol	6,175	

RJR Incentive Programs Year 1994	Actual Payments
Electronic Funds Transf Disc	19,631
Cash/Anticipation Discount	131,741
New Brand Introduction Allowance	97
Hand Stamping Allowance	1,095
Grand Total	$ 152,564

RJR Incentive Dollars as % of net Dollar purchases 3.89%
(Includes EFT and Cash/Anticipation Discount)

1994 FOCUS RECAP (SHIP-TO)
PROGRAM PERIOD: MAY - OCTOBER
Plan B Participant

RJR Beginning SOM.....: 19.8%
RJR Ending SOM.....: 15.5%
Difference.SOM.....: - 4.3%

RJR Cartons Sold		Rate	Payment	Category Mix
Full Price.....:	175,837	$0.00	$ 0.00	93 %
Savings.....:	12,822	$0.00	$ 0.00	7 %
Totals.....:	188,659		$ 0.00	

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Source: https://www.industrydocuments.ucsf.edu/docs/trky0000

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Paying: 2352000 Parent: 2352000

THE GRAND UNION COMPANY
MONTGOMERY, NY

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Parent Company	Paying Office	Ship to	Account Name	City State	Fprice 12M Case Volume	Svgs 12M Case Volume	Page
		9671960	THE GRAND UNION COMPANY	MONTGOMERY, NY	5,752	423	1

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Parent Company	Paying Office	Ship to	Account Name	City State	Fprice 12M Case Volume	Svgs 12M Case Volume	Page
		9671960	THE GRAND UNION COMPANY	MONTGOMERY, NY	5.752	423	1

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